Biblioteca Abelardo Diaz Alfaro

Proposal

Hosted VoIP
Hosted Video/Distance Learning
Hosted Email
Broadband Internet

Form 470 Application #102040000876298

JIVE
COMMUNICATIONS

Brian Moore
Director
Education & Public Sector
801-851-5544
bmoore@getjive.com

Jive Communications, Inc.
http://edu.getjive.com
SPIN #143033971

Jose M. Valentin
EXECUTIVE DIRECTOR
Biblioteca Abelardo Diaz Alfaro
Avenida Roosevelt 1208
San Juan, PR 936

J|VE

EDUCATION

Dear Jose,

Allow me to introduce Jive Communications, a hosted telecommunications provider for schools and libraries. As you may know, many of your telecom services can now be delivered as hosted solutions, qualifying for Priority 1 funding under the federal E-Rate program. Jive offers several hosted products that are Priority 1 eligible:

- Hosted VoIP (Interconnected VoIP)
- Broadband Internet
- Hosted Email
- Hosted Video Conferencing/Distance Learning

Jive's hosted solutions are extremely cost-effective when compared with traditional premise-based products. Our hosted delivery model maximizes your limited budget and qualifies for funding support under the federal E-Rate program. Instead of paying for these services out of pocket, consider using Jive's hosted services which are eligible for Priority 1 E-Rate funding.

Please take a look at the sample proposal I have prepared for you. This proposal is based on the information in your current Form 470 application. It should give you a good idea of the products and services we offer and how much money you could save.

I would love to prepare a formal bid for you. Please contact me at your convenience to discuss any specific needs you may have.

Sincerely,

Brian Moore
Director, Education & Public Sector
Jive Communications, SPIN #143033971
801-851-5544
bmoore@getjive.com

Sales Quote

Jive offers institutions the most competitive hosted services in the industry.
All our voice features come standard with every plan.

Jive Communications, Inc.
Attn: New Accounts
3214 N. University Ave #610
Provo, UT 84606

Quote Date: 2010-12-15
Valid Until: Sample Only
Prepared By: Brian Moore

Customer:
Biblioteca Abelardo Diaz Alfaro
Avenida Roosevelt 1208
San Juan, PR 936

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One-time Charges	Priority-1	Qty	Unit Price	Subtotal
Hosted Email – Setup	X	1	8,500.00	8,500.00
Interconnected VoIP per-user Setup	X	240	30.00	7,200.00
10 Meg – Network Access Setup Charge	X	1	2,000.00	2,000.00
			Subtotal	17,700.00

Monthly Charges	Priority-1	Qty	Unit Price	Subtotal
Interconnected VoIP – Monthly Charge – Per User	X	240	30.00	7,200.00
Hosted Email – Faculty/Staff Box	X	200	4.00	800.00
Hosted Email – Student Box	X	4,001	1.00	4,001.00
10 Meg – Monthly Network Access Charge	X	1	2,000.00	2,000.00
Cisco SPA504 (Admin Phone, 3-yr Rental)		40	3.50	140.00
Cisco SPA502 (Classroom Phone, 3-yr Rental)		200	2.50	500.00
			Subtotal	14,641.00

Terms and Conditions:

This is a sample quote and is non-binding. The estimates contained in this sample quote are based on information that your organization submitted in conjunction with the federal E-Rate program. Please call 801-851-5544 to obtain an accurate quote. Not all products are available in all areas. E-Rate discounts can only be applied to eligible products and services.

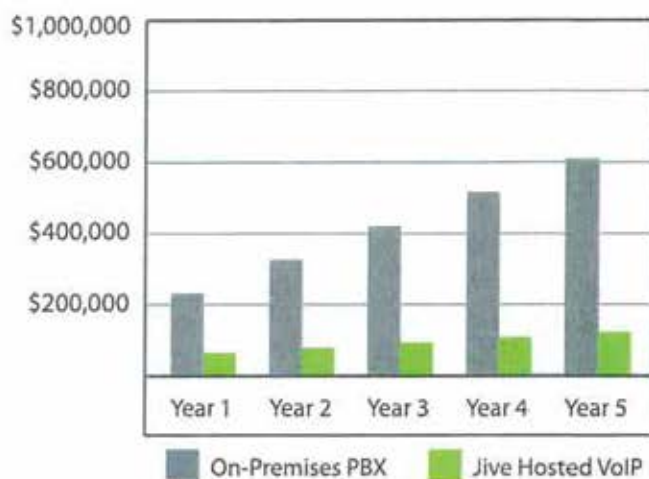| Estimated one-time charges:	Estimated monthly charges:
$17,700.00	**$14,641.00**
After E-Rate discounts on eligible items:	After estimated 90% E-Rate discount:
$1,770.00	**$2,040.10**

Total Cost of Ownership
On-Premises PBX vs. Jive Hosted VoIP

The Jive Total Cost of Ownership (TCO) Analysis quantifies the significant cost savings available to Priority 1 eligible institutions when switching to Jive Hosted VoIP. This TCO summary is derived from the information found in your 470 application.

Organization Information

Users	240
E-Rate Discount	90%
Full-Time IT Staff Compensation	$100,000

Estimated Total Cost of Ownership
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Total Cost of Ownership by Year

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Jive Hosted VoIP	59,760	14,640	14,640	14,640	14,640	118,320
On-Premises PBX	227,016	94,416	94,416	94,416	94,416	604,680

On-Premises PBX

It's important to understand all costs associated with on-premises PBX solutions. Major costs include yearly maintenance, software licenses, and IT employee labor costs.

	P-1	Cost
Hardware (purchase)		120,000
Setup Fee (one-time)		21,600
Full-time Employees (0.6 per year)		60,000
Service Fee	✓	8,640
Licenses/maintenance (per year)		18,000

Jive Hosted VoIP

Jive Hosted VoIP requires a small fraction of the employee, hardware, and setup costs associated with an on-premises PBX. These savings produce a substantially lower total cost of ownership.

	P-1	Cost
Hardware (purchase)		48,000
Setup Fee (one-time)	✓	7,200
Full-time Employees (0.06 per year)		6,000
Service Fee ($30 per user per mo.)	✓	7,200

On-Premises PBX
Per-user Monthly Cost after E-Rate Discount

$41.99

Jive Hosted VoIP
Per-user Monthly Cost after E-Rate Discount

$8.22

Jive Communications

Jive Communications offers schools and libraries a suite of hosted communications solutions. Jive combines voice, video, data, and email into a fully-managed service delivered by a single provider. Jive offers the convenience and ease of a single bill and point of contact. With Jive, you'll get state-of-the-art communications solutions at a fraction of traditional prices.

The hosted platform model makes Jive responsible for hardware infrastructure, servers, licensing, maintenance, and all the other expensive and inconvenient parts of delivering a communications solution. You simply pay a flat fee for access to the Priority 1 eligible solutions that you need.

Jive Hosted VoIP

Hosted VoIP is quickly becoming the standard telephony platform for E-Rate eligible institutions. Hosted VoIP introduces a powerful new set of enterprise-grade, productivity-enhancing features to organizations and individuals. This solution replaces local and long-distance line services, and adds features like auto-attendants, conference rooms, voicemail-to-email, find-me follow-me, and more.

Easy Management, More Control.

Jive Hosted VoIP is easy to manage. From the web-based portal, you can modify global settings, user accounts, ring groups, and view comprehensive call reports and analytics.

Jive Hosted VoIP gives you complete control of your phone system. Our support and customer service teams are always on hand to help you make the most of your solution.

Jive Hosted VoIP can be easily deployed across multiple locations. Administrators and staff at different campuses can reach each other via extension dialing, and can transfer calls as though they were at the same physical location.

> **Jive Hosted VoIP gives you complete control of your phones.**

Jive's solution is offered at a much lower price point than legacy telephony systems, delivering a dramatically lower total cost of ownership. You'll never pay another penny in licensing, maintenance, support, or upgrades, all of which are included with your Jive service. Best of all, Hosted VoIP has been on the FCC's "Eligible Services List" since 2007, and is fully eligible for Priority 1 discounts.

Jive HD Video

Jive HD Video is hosted videoconferencing for schools and libraries. This high-definition solution has the power to change how your institution meets, collaborates, and communicates.

Whether your organization uses video to connect administrators, reduce travel costs, or extend the reach of educators, every interaction will be enhanced and improved.

Easy to Use, Surprisingly Affordable.

Jive video stations are extensions of your system, and connect to each other with extension dialing. Distance-learning sessions are easy to manage, and run over broadband internet connections.

Jive HD Video services are Priority 1 E-Rate eligible, giving your organization a video solution that maximizes both productivity and financial flexibility.

Jive Hosted Email

Jive Hosted Email utilizes a Microsoft Hosted Exchange 2010 environment to deliver a Priority 1 eligible hosted email service.

Managing your own mail services is expensive and not eligible for Priority 1 discounts. Jive can manage the entire mail solution in a hosted environment, saving you thousands in personnel, licensing, and maintenance costs.

Fully Hosted, Fully Compliant.

Jive Hosted Email includes pre-built templates for CIPA, COPPA, and FERPA compliance. In addition, all charges for Jive Hosted Email are fully eligible for Priority 1 E-Rate discounts.

Jive Broadband

Jive Broadband offers Class-of-Service Internet connections to schools and libraries. T1, DS3, and Ethernet products are available (depending on location), and are all Priority 1 eligible.

Prioritized Traffic, Tier-1 Network.

Jive Broadband dynamically prioritizes voice traffic over other types of data traffic, ensuring voice fidelity even on highly-utilized networks.

Jive Broadband ties all of your services together, and provides the connection over which all Jive hosted solutions are delivered.